

COST OF LIVING SHOULD BE PROBED

Three Lines of Investigation Are Suggested.

FUEL, FOOD, AND CLOTHING

Chamber of Commerce and Board of Trade Could Prosecute the Necessary Inquiry—Facilities of Transportation and Distribution Might Also Be Found at Fault.

High prices for the necessities of life, including food, fuel, many articles of clothing, and household supplies suggest the serious consideration of several lines of investigation into the cost of living here in Washington. Under all the circumstances it seems that the time is ripe for the consumer to have an inquiring view to the protection of his interests.

It may be true or not that food, fuel, and clothing prices are too high. If they are it is important for all concerned that the fact or facts be established. If they are not too high it is only fair to the machinery of trade and manufacture that the truth of the situation be laid bare. Investigation into these things that would be thoroughly impartial would be of vast advantage at this time.

Business Facilities Criticized.

Hints have been made often that the general arrangements of transportation and distribution of products in this city are not economical to the consumer. The charge has been made that the Capital is not only poorly fed, but at too high a price. For example, it is said that a good part of the truck products consumed in this city, especially the early vegetables brought up from the South, is carried to Baltimore and shipped back to this city, increasing the freight cost. It has been stated by men who know the facts that car loads of truck that might be used in Washington go lumbering through the city on heavily laden freight trains to Northern points, and the same quality of products bought by Washington commission men and dealers in other ways at a greater first cost than they could be obtained from Southern sources.

This lack of economy, it is understood, is not so much due to any difficulties in obtaining supplies as to old and superannuated methods of trade which have been long outgrown. The statement has been made that the lack of the right kind of storage facilities here have increased the cost of many kinds of provisions and fruits 5 or 10 per cent during the last dozen years.

Cost Said to Be Too High.

Summing up the situation in a word The Washington Herald is informed that Washington not only does not get what it ought to have in the way of supplies, and that it pays too high a price for them irrespective of the short supplies of the present year.

On the assumption that the facts stated in this general way are true, every reason exists why the whole series of facilities of transportation and trade should be made the subject of a searching investigation by proper authority. No way to remedy the situation can possibly be suggested until it is known what is to be remedied.

It means cost too much through lack of transportation or through the manipulation of the supply and distribution, nothing in Washington is of greater moment than that the facts be found out and made known.

If Washington is paying from \$1 to \$1.50 a ton more for its fuel than it should pay when economically brought here and distributed, it is vastly important that the truth should be known.

If tropical fruits, domestic fruits, and vegetables cost more than they could be furnished at a fair profit through better methods of handling, the consumer has a right to know that.

If the calico dress and the woolen coat are too dear in Washington no harm, but much good, would follow the establishment of the facts.

Trade Bodies Could Act.

Assuming that such investigations as those suggested ought to be made in the public interest, what shall make them? The Washington Herald suggests that the duty of such investigation lies at the doors of the Chamber of Commerce and Board of Trade. Working committees of either or both of these bodies, charged with investigations of this nature, could in a reasonable time get to the facts and undoubtedly could suggest the remedy. A Congressional investigation with political leanings could never be depended upon to get to the bottom of the trouble or to point a way out, if a deplorable state of things should be found.

Citizens of Washington are those most interested in the matter and the investigation, if made, should be made by them with the view of ascertaining the truth and of applying whatever remedy would suggest itself to practical men.

Could Make the Inquiry.

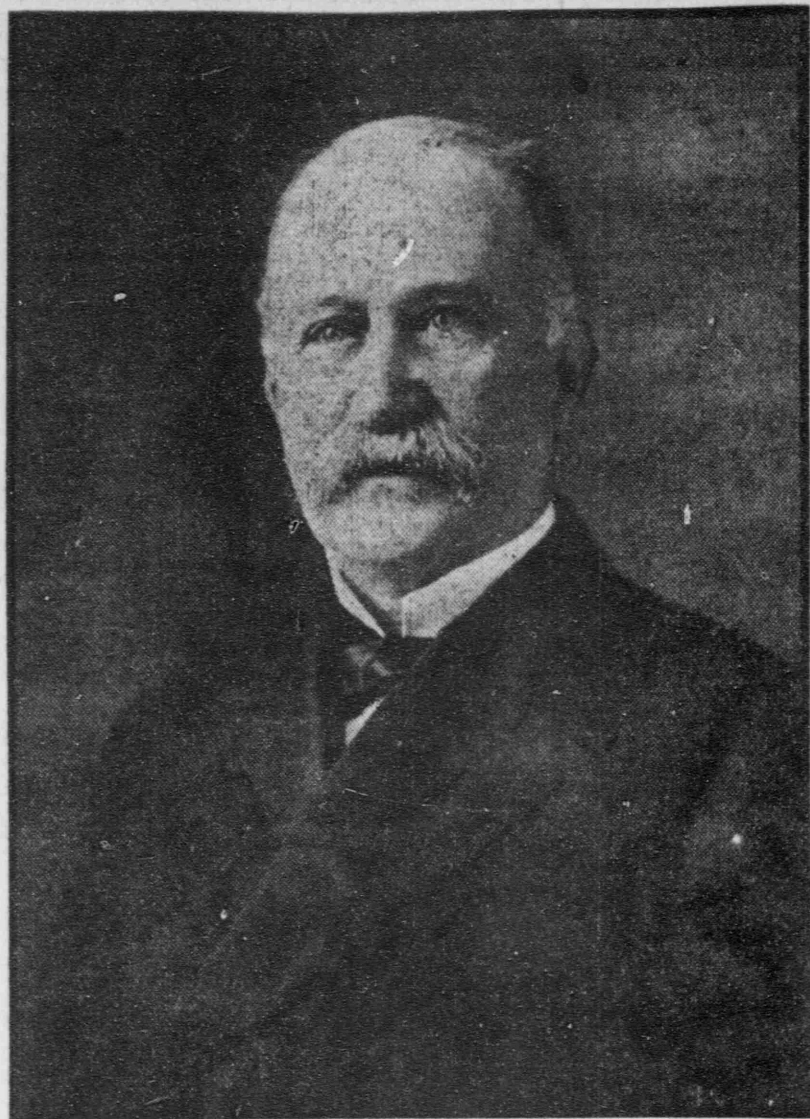
No reason exists why the Chamber of Commerce and the Board of Trade should not take up this investigation and pursue it to the end. While both bodies are made up of business men, engaged possibly in the trades which might be called to account for some form of short coming, no just cause for hesitation seems logical. In the general machinery of trade the commission man and the merchant are only receivers and distributors, each entitled to a fair measure of profit from the transactions they carry on. They should not be, in fact, and should not desire to be extortionate in their profits. A big volume of trade is better than a small one, and low prices give the bigger volume of trade, other things being equal, hence, it is best in the long run that methods should be economical, that profits should be just, and that the consumer should have an equal chance with the producer and the distributor.

Beside business men the local trade bodies have lawyers among their members and many professional men who would be found useful in conducting the investigation. Within the membership of the two bodies is represented all the sources of information needed to get at the truth about this high cost of living. To ascertain the facts would be vastly more practical than anything either body has undertaken in the past five years, and out of an investigation of this nature, which would have only the truth in view, would naturally follow some of the best movements yet devised for the upbuilding and prosperity of the city.

Three Investigations Needed.

An early inquiry into the coal question in Washington, including the cost of transportation from the mines, the cost

WASHINGTON FINANCIERS—No. 10.



THOMAS W. SMITH, President National Capital Bank.

One of the most careful and conservative bankers in Washington is Thomas W. Smith, who less than a year ago was raised to the head of the institution on Capitol Hill. Mr. Smith had been vice president of the National Capital Bank for many years and had a thorough knowledge of its condition and needs, and was the logical man for succession to the presidency. Mr. Smith brings to his bank the results of a long business experience in Washington and a many-sided activity in public affairs for the uplift of the city. Besides being the president of the institution named, he is trustee of the East Washington Savings Bank and a director of the Washington Loan and Trust Company, and is a member of the National Geographic Society and a member of the board of governors of the Commercial Club. Mr. Smith has served as president of the Washington Board of Trade for two years, and is now president of the East Washington Citizens' Association, and president of the Eastern Dispensary and Casualty Hospital. As a member of the Associated Charities of Washington, he has served on the housing condition committee, and on the committee on the causes and prevention of consumption.

of distribution locally, and the profits to the dealer is proper, and if rightly made, could result only in benefit to all concerned. This investigation could, with propriety, be made to include both anthracite and bituminous coal, wood, and coke.

The sources of supply, the cost of transportation, the methods of distribution, and the cost of provisions sold in our markets should be made the subject of another investigation.

In like manner, the avenues of supply and the cost of clothing, shoes, and household articles might be made the subject of inquiry with good results.

It might not be that the cost of these things would be found too great, but the suspicion lurks in the minds of many, and is growing, that the consumer pays too much for what he buys, and this suspicion can be allayed only by pointing out that it is without foundation.

The Washington trade bodies have committees which could be charged with this work, and The Washington Herald submits that no more timely or important task can be undertaken by either body this winter than that summarized here.

BRITISH SHOE TRADE.

High Prices of Leather and Change of Style Affects Business.

The shoe business in Great Britain is largely controlled by trusts, one of the chief combinations being known as the British Shoe Company. This trust has store all over England—one or more in each city and town.

Their goods are British made. Considerable improvement has been shown in the manufacture of boots and shoes in Great Britain during the past five years, new machinery having been introduced. The result is a boot less clumsy, but not equal to the American boot in style, or, as they say here, "not so smart."

The trade in England is now being affected by the high price of leather.

TRACTION EARNINGS GROW.

Fairmont and Clarksburg Companies Make 4 Per Cent on Stock.

The detailed statement of expenses and earnings of the Fairmont and Clarksburg West Virginia Traction Company, bears out the optimistic predictions of the management, that the year 1909 would be the banner one in the history of the company thus far.

After deducting fixed charges, taxes and insurance, and 5 per cent dividend paid on the \$1,000,000 of preferred stock, there was a balance of \$73,882, which is equal to slightly more than 4 per cent on the \$1,800,000 of common stock outstanding. Physically, the system is in better condition than ever before, and owing to this fact the ratio of operating expenses to gross earnings is smaller.

The territory traversed by the system is developing at a rapid rate, and the management believes the current year will be even better than the one just closed.

Brazil Has Little Timber.

Brazil is far from having the amount of forest with which it is generally credited in the United States and Europe, though it has enough to supply all its needs under normal conditions. The fact that the trees of value are so greatly scattered in the forests, that so many of them are heavier than water and cannot be floated, and that the cost of transportation is very high combine to make it impossible to supply most portions of the country with lumber and logs for industrial and railway purposes.

MIGRATION SHOULD SWING SOUTHWARD

New Orleans Man Predicts a Large Movement.

SUCH AS MADE WEST RICH

Presses Takes Up Subject with a View to Describing Dixie's Advantages. Would Divert Immigration into Canada to Vacant Farm Lands Down South—Will Boom South.

New Orleans, Jan. 22.—"The year of 1910 should witness the beginning of a movement southward, of the same character which a few years ago built up the great West to its present commanding position in agricultural and financial strength, and probably will result in turning the tide of American emigration to Canada toward our own country, where the genuine American has everything in his favor."

In these words M. B. Trezevant, manager of the New Orleans Progressive Union, expressed his faith in the immediate upbuilding of the South.

"The foreshadowing of this impending movement has been shown, and is being shown in many different ways," he continued, "but all leading to one conclusion and one idea—that the eyes of the leaders of thought and action in the overcrowded East, and of the sagacious man, East, West, and North, are being turned on the South, and its possibilities."

The surface indications are significant, and are demonstrated to organizations such as the Progressive Union, to whom inquiries and propositions come from other parts of the country.

Press Now Active.

"First come the newspaper and the periodical, seeking articles about the South, photographs, &c. Then comes the personal representative of these publications. Then the announcement that such and such a paper will issue a 'Southern number.' While this has been done from time to time within the past decade or so, to-day no less than five of the most influential publications in America have announced their intention to devote themselves to the exploitation of the South, due to the fact that they consider it the coming section of the United States."

"These five are Hearst's New York American, the New York Tribune, Collier's Weekly, the Buffalo Express, and the Chicago Record Herald. Each one of these great papers has been in communication with the Progressive Union, obtaining data and photographs of the South, New Orleans, Louisiana, and this section of the Mississippi Valley. Their combined circulation and influence is enormous, and the part Louisiana and New Orleans will play will not be small."

Will Boom the South.

"In the issue of Collier's Weekly of December 13, the following editorial paragraph appeared:

"Collier's for January 22 will be a Southern number. We take that means to give emphatic setting and the widest possible dissemination to the idea that the South is the next West. What has gone on in the West during the past three decades will take place in the South during the next three. The line of migration within the United States, which for a century has flowed west and northwest, will turn south and southeast. We wish our Southern number not only to develop this idea of material expansion but to treat as adequately as possible the South's charm and interest from every point of view. To that end we shall be indebted to all who will submit to us either manuscripts or suggestions. They should reach us not later than January 1."

"Acting upon this, I at once forwarded an assortment of Southern and Louisiana and New Orleans views, and an article which I trust will strike a new chord, and rid the people of other sections of the United States of mistaken ideas which do us great injury. The article deals with the health and climate of the South, even before the agricultural, commercial, industrial, and social phases are touched upon. I have quoted from the address of Dr. Walter Wyman, Surgeon General of the United States Public Health and Marine Hospital Service, delivered before the Southern Commercial Congress, in Washington, in which he gives the South a splendid reputation, and expects to give upon the fact that our climate is beneficial, not only to health, but to material prosperity as well. No man will risk his life, health, or his property in a country which he believes to be unhealthy."

"Therefore our first task is to put the South in its true light, and show how utterly unfounded is this belief. An understanding of health conditions is a prerequisite to successful colonization in the South, and should be recognized by every commercial organization, railroad, or colonization society or company interested in the promotion of the South, the filling of its acres, the establishment of factories and business houses."

Stop Exodus to Canada.

"That the South will prove a most potent agency in turning the tide of American emigration now going to Canada, to our mind, is unquestionable, and the right sort of work on modern and intelligent lines will bring this about. The United States has lost hundreds of thousands of inhabitants and millions of dollars through the lure of the Canadian Northwest. These inhabitants came from the Middle West and the East, not from the South. It was brought about by highly skilled work on the part of the Canadian railroads, in conjunction with the Canadian government, and is still going on."

"How to stop this drain upon American citizenship and resources is still a problem."

The business will be conducted by the Sealed Package Ice Company, the officers of which are James M. Baker, president; James L. Karkick, vice president; Daniel C. Roper, secretary and treasurer; Curtis M. Smith, superintendent.

New Coins for China.

The German government at Tsingtau, Kiaochow, has recently put into circulation nickel coins of 5 and 10 cent denominations, minted in Germany. The obverse of the coins bear the German eagle and an anchor. "Deutsch Kiautschau Gebiet" (German Kiautschow Territory) is circularly inscribed around the eagle. The reverse bears the same as the obverse, but in Chinese characters.

less, but I believe the South offers the solution. The American citizens who flock to Canada are the best and most desirable; the thrifty, investing farmer of the West and New England. If they must go why should they be allowed to leave the United States and take their energy and resources with them? They must be shown a better way, and the new movement toward the South is the first outward manifestation of what great national journals such as Collier's Weekly believe to be the rising tide of a country-wide invasion and exploitation of the South.

"Already the home of the best of the Anglo-Saxon race in America, the South, with its vast and practically untouched riches, will feel the pulse of a new life."

"Of a commercial, social, and industrial development, which will surpass even that huge movement which made the West a great empire in itself. "In this attraction of attention toward the South one very potent agency must not be overlooked. For over a year the Southern Commercial Congress, by constant agitation and intelligent handling of facts, has been able to present the South in a most favorable light before the great newspapers of the country. Though the movement of the Southern Commercial Congress is only a little over a year old, it nevertheless has done great good, and is destined to play an important part in the pending new era of prosperity in the South."

SEEK RURAL HOMES

Rich Families Buying Historic Spots in Dixie.

LOCAL BROKERS MAKE DEALS

Washington Real Estate Men Who Extend Operations Far Beyond Boundaries of the District—New Class of Business Growing Up in the Hands of Local Agents.

When real estate operations are mentioned the idea generally conveys buying and selling property in the District of Columbia or the immediate vicinity in Maryland and Virginia. It is true that the efforts of the majority of brokers in Washington are devoted to just this class of property.

For a few years back, however, there has been growing up in the Capital operations of some magnitude that have a wider scope than the popular idea. Several brokers have turned their attention to a distant, and some sales have been pulled off by Washington men for property in Virginia and other States, and a few brokers have made good commissions on property sales at Newport, Bar Harbor, and other resorts in the Northern States.

Sells Villas Up North.

One of the brokers who has carried on this class of sales is Frederick May. For a part of the year Mr. May has an office at one of the Northern resorts and does a good business renting cottages and selling homes and villas to Washingtonians and others who desire summer homes on the Northern ocean coast in the New Hampshire woods, or other points away from the rigors of Washington summer.

Several brokers have from time to time been instrumental in negotiating sales of farms and country estates in the Loudoun and Shenandoah valleys, and at other points in Virginia and the Carolinas. It is no uncommon thing for some Washingtonian or buyer from the North to drift into the Capital and give a local broker a commission to buy a country place at some point in Tidewater Virginia or the Piedmont region of North Carolina. Our brokers here enterprising, undertake these operations and carry them through to success.

Gives His Time to It.

One local broker, Grant Parish, gives most of his time to this class of properties. He even extends his operations to Great Britain. He keeps advertisements going in several English papers, and has sold to Englishmen homes in the United States. Mr. Parish is now in Florida looking up several large places in the Northern ocean coast, his clients in the North desire to buy there.

Mr. Parish has sold within a year or so a dozen or more of the historic farms in Virginia to wealthy people from the North and the West. He has found homes for others in North Carolina and some along the ocean and inlets of the coast down to Florida.

In a recent talk about the matter he said that he found this class of business specially interesting and profitable. He becomes acquainted with some of the foremost people of the country and comes into possession of many facts about the old historic homes of the nation. He declares that rich people of the North and West are after places with a history in the South. He says that part of his duty as a broker is to find out authentic facts about these old homes, and that generally the history and romance connected with an old plantation goes further toward completing the deal than the fertility of the soil or its accessibility to the tides of travel.

Business Will Expand.

Mr. Parish is of the opinion that not only the rich people of the United States, but those of foreign lands will more and more seek fine homes in the South. He says the States below Washington teem with country places which, with comparatively small outlay, can be made to surpass almost any rural home in England, and that some of the enterprising families of Britain are getting places of abode here.

Mr. Parish believes that the search for such places of abode on the part of rich people has just begun, and that while he is in a measure a pioneer in the business of supplying this class of property, others will find and follow it in the future.

That Washington should become the leader in this kind of real estate operations in natural, considering the fact that it is the Mecca of all good Americans and the place of all others which foreigners delight most to visit.

BUYS TWENTY-ONE ACRES.

Landon R. Walker Will Establish Summer Home at Chevy Chase. William Corcoran Hill, in connection with the Soule Realty Company, has sold for John W. Simpson and Jacob B. Earnest, to Landon R. Walker, of Richmond, Va., twenty-one acres of land at North Chevy Chase. It is understood the price paid was near \$1,000 an acre.

The property is situated midway between the electric car line and the Metropolitan Southern branch of the Baltimore and Ohio Railroad, and in a rapidly growing section. It adjoins the subdivision of Kenilworth and the estate of George Dunlop.

It is the intention of the purchaser to remodel the dwelling, make other extensive improvements, and occupy the property as a summer residence.

AMERICAN BANK IN BRAZIL.

One Will Be Established Soon in City of Rio Janeiro.

Joseph J. Siehta, vice consul general, of Rio Janeiro, informs the government, here, that American capitalists are about to start a bank in that city. The bank will be incorporated under the laws of Brazil, and it is expected that some of the business methods common here will be adopted in that city.

There is reason to believe that the great function of an American bank in Brazil will be the extension of banking operations to include the features of a credit and banking institution in the United States. Credit paper, as used generally by business concerns and private individuals in the United States, is almost unknown in Brazil.

One of the first things a foreigner notes with reference to commercial transactions in Brazil is the great amount of currency carried to and from banks during the business day. It is a very common sight to see an employee with his arms literally loaded down with currency walking through the streets to or from his employer's place of business. Practically no inducements are given by foreign banks to encourage deposits, and in this line, too, there is here an opportunity for an American bank.

By including in its functions every legitimate banking operation which experience shows to be feasible, an American bank would greatly extend the prestige of American business interests in Brazil, and take a long step toward securing for them the commanding position which they should occupy.

Australian Coal Prices.

The Colliery Proprietors' Association at that Australian port have fixed the local selling price of coal for 1910 at the same as fixed a year ago—\$2.67 per ton of 2,240 pounds f. o. b. Newcastle for best run coal. The prices of lower grades were also made the same.

WILLARD IS FOURTEENTH

Long Line of Able Men Have Directed Affairs of B. & O.

Property Was Chartered Eighty-three Years Ago and Has Had Interesting History.

Daniel Willard, president of the Baltimore and Ohio Railroad Company, is the fourteenth in the line of succession to direct the affairs of the historical old corporation which is the pioneer of the railroads in America.

Eighty-one years ago, on January 2, the initial meeting of citizens of Baltimore was held. A week later a committee was appointed to report at the expiration of the following week in favor of building a railroad to the Ohio River was unanimously adopted. Another week and the charter was ready, it being granted by the legislature the next day—February 25.

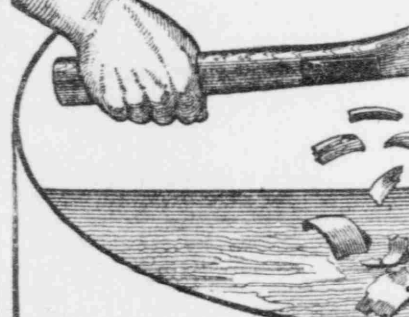
They did things early in 1827, and by April 24 all the stock had been subscribed, other preliminaries perfected, and the first president elected. He was Philip E. Thomas.

Serving until 1836, Mr. Thomas was succeeded by Joseph W. Patterson, who gave way at the end of the year to Louis McLane. The latter served until 1845, when Thomas Swann came in, remaining until 1855, when he was succeeded by Chauncey Brooks. Three years afterward, in 1858, John W. Garrett became president, his term extending over a period of twenty-six years. His son, Robert Garrett, came to the fore as president in 1884, Samuel Spencer succeeding him in 1887. The following year Charles E. Mayer became president, being succeeded in 1893 by John K. Cowen, who filled the position until 1903, when L. F. Loree succeeded him, to be in turn succeeded by Oscar G. Murray at the opening of 1904, whose term has extended over six years.

Mr. Spencer was the first president to come from the operating department. Mr. Loree the second, and now Mr. Willard is the third. Mr. Murray was the only president coming up through the traffic department.

Increasing Immigration Into Canada.

The total immigration into Canada from April 1 to November 30 was 156,255, as against 156,596 in the corresponding period of 1908, an increase of 29 per cent. From the United States the immigration totaled 71,988, an increase of 60 per cent. Arrivals at ocean ports numbered 78,268, a 6 per cent increase.



A Well-Named Hatchet

It takes a mighty good hatchet to stand up under the rough treatment it usually gets. There's one kind of hatchet that will hold a keen edge long after the ordinary "bargain" hatchet has gone to the junk pile. It bears the name

KEEN KUTTER

The metal is best tool steel—the handle well-shaped, second growth hickory. The Greiner Patent Lock Wedge makes it impossible for the hatchet to work loose or fly off the handle. Every Keen Kutter hatchet is edged and hand whetted at the factory.

The Keen Kutter Hatchet is only one of the many Keen Kutter tools for the home and farm. All bear the Keen Kutter trade mark and are guaranteed to give satisfaction or your money will be returned.

"The Recollection of Quality Remains Long After the Price Trade Mark Registered 'Is Forgotten.'" —E. C. Simmons

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